Name of Organization: DC Diaper Bank – County Executive

Category/Program Area: Newer; Children and Families Amount Requested: \$10,000

**Project Description:** Provide free and reliable source of diapers and hygiene essentials to children living in poverty in the DC Metro Area.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

• DC Diaper Bank distributes 120,000 diapers monthly in addition to hygiene items, formula, and baby clothing to those in the DC Metro Area (not strictly in Montgomery County) through a strategic network of community partner social service organizations.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- It would be helpful to know what portion of the DC Diaper Bank clients are currently in Montgomery County.
- Outcomes include: 600 vulnerable families will receive crucial basic needs through 7 new community partners, and 500 vulnerable County families achieve some other critical outcome as a result of receiving diapers.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The \$10,000 funding request represents 10% of the \$97,000 total program cost.
- By 2018 DC Diaper Bank hopes to have at least seven new Montgomery County based nonprofit partners that will serve an additional 600 vulnerable families through \$100K of diapers and \$85K of formula and pantry essentials.
- Other program funding sources include individual, foundation, corporation, and in-kind donations.
- Funding will support parts of executive director and warehouse manager salaries, diapers and baby pantry items.

- Mission: DC Diaper Bank strengthens families by providing a reliable and adequate supply of free diapers and other baby essentials to families in need living in the Washington, DC region.
- Two paid staff members leverage nearly 1,000 volunteers who serve in the warehouse each year.

Name of Organization: Don Bosco Cristo Rey High School of the Archdiocese of Washington, Inc.

Category/Program Area: Established; Economic/Workforce | Amount Requested: \$50,700

Development

**Project Description:** Provide work-study jobs in Montgomery County agencies for 6 low-income minority youth through the DBCR Work Study Program

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Target population well-identified. Goals and outcomes clearly stated.
- Program is for minority clients needing additional assistance to succeed and advance into higher education and to gain job experience.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

• Unique concept with strong partnerships targeting an important demographic. Target certification for 400 participants, 6 funded by this grant request. Provides employment readiness skills to low-income minority youth. County gains workplace assistance, students gain real-life work experience and exposure to various jobs and careers, appropriate work behavior and expectations

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Cost per client is \$8450.
- The proposal would be strengthened by indicating how and if students are paid for their efforts. Additionally, the proposal states that "Corporate Work Study revenue that exceeds CWSP program expenses is transferred to the school for investment in academic programs." Should the organization be awarded funding, it would be important to ensure that no county funding is used to support parochial school tuition.

- Strong mission. Tied to a national network of similar academic centers
- School opened in 2007, graduating its first class in 2011 and has placed work-study students in the county for the past two years.

Name of Organization: Easter Seals Serving DC|MD|VA 1

Category/Program Area: Established; Older Adults/Disabilities

Project Description: Funds to provide Family Respite Services

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Program provides once-a-month respite event at the Inter-Generational Center (IGC) in Silver Spring and targets three different populations: (i) special needs children requiring educational and therapeutic services; (ii) typically developing children; and (iii) parents/caregivers requiring respite from care responsibilities.
- Only program in county that provides inclusion respite for typically developing children and children with disabilities.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Organization works closely with Walter Reed Medical Center and provides services to many military/government families.
- Proposal would benefit from clearer outcomes that measure the impact that the program has on the children's (e.g, social and emotional development skills) and parent's lives, as opposed to only measuring the number of attendees each month.
- Program does not have a sustainable funding stream at present, but applicant has received funds from private donors and will attempt to leverage county funds for additional support.

#### **Cost-benefit analysis** (cost of service or activities; impact on recipient relative to cost):

- Proposal would benefit from a clearer explanation of the total number of unique individuals that are expected to participate in the monthly events during the time period covered by the grant.
- Applicant could also increase the impact of the program by including the number of family members that participate in the community events.

- Organization has provided a wide range of services to disabled individuals in the area since 1945 and has demonstrated a strong ability to manage wide range of programs.
- Program makes strong use of volunteers as each child is matched with a pre-screened volunteer who is trained to meet specialized needs.
- Respite program has existed since 2006 and has been recognized by multiple organizations for its service.

Name of Organization: Easter Seals Serving DC MD VA 2		
Category/Program Area: Established; Older	Amount Requested: \$50,000	
Adults/Disabilities; Large Capital	-	
Project Description: Renovate, reconstruct and equip the Harry and Jeanette Weinberg Inter-		
Generational Center expansion project		
Public benefit (identified and demonstrated need; target population well served by proposal; project justification):		
- See HHS Committee Packet of April 19, 2	2016	
Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):		
Cost-benefit analysis (cost of service or activities; impact on recipient n	relative to cost):	
Strength of organization (organizational capacity; how long has agent received public funds; number of staff, volunteers and partner organizations is government funding; capacity to carry out project):		

Name of Organization: Easter Seals Serving DC|MD|VA 3

Category/Program Area: Established; Health/Behavioral Health

Project Description: Additional Social Worker hours for Medical Adult Day Services

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Program provides services for 30-40 clients daily
- For this vulnerable living at home population, the social worker as well as the other professional staff, provide a safe environment that includes activities; socialization, meals and medical attention.
- The program answered their clients' needs by extending their program to 7:30-5:30 so caregivers could work full days knowing their loved ones are cared for and safe which further enables them to remain in the community rather than in an institution
- The program has enlarged its population to include IDD/DD as well the frail elderly
- Program is one of few that provides tube feedings and IV care.

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Proposal explains why additional social work hours will expand services to the clients and their families/caregivers; provide more time to conduct in-service programs for the program staff as well as to reach out to county agencies about what the program offers. They are targeting 455 individual sessions and 39 family meetings with increased social worker time.
- Grant will enable agency to move to prevention services rather than just crisis management which is now the primary focus of limited social work hours
- Proposal could be stronger if numbers were given for how large the actual decrease in hospital readmissions, ER visits and nursing home placement is due to the direct intervention of the social worker.
- Proposal could be stronger if actual savings to County was included vs the high cost of nursing home/hospital visits.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Program participants receive skilled nursing care and socialization while their caregivers are able to continue to work or manage the home while the client is receiving services.
- The caregivers receive case management services; coaching; education; support linking them with and navigating other agencies within county that can offer further help.
- Cost of program per client is \$100/day while Medicaid reimburses only \$74.50.

- Agency has been serving the community for 75 years. The medical adult day care program has been operating since 2008
- Whereas the county requires a patient to staff ratio of 1:7, the medical day program maintains a 1:6 ratio
- Program just received a deficiency free state survey which is a high benchmark

Name of Organization: Easter Seals Serving DC|MD|VA 4

Category/Program Area: Established; Children and Families | Amount Requested: \$37,519

**Project Description:** STEM Professional Development for Preschool Teachers.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification)

- Research indicates that early childhood educators are not adequately trained to support children's STEM learning.
- This proposed program would develop an integrated model combining classroom learning with experiential learning, using materials already available in the childcare centers.
- Following a pilot training of teachers at the Easter Seals Center, a 2-day Train-the-Trainer workshop
  would be offered at no cost to other County programs serving low to moderate income children (target

   25 centers).
- The proposal could benefit from a clearer explanation of what other materials are already publicly available and how this program would be unique.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The project supports a one-time effort by the Director of Curriculum to develop a program that can be integrated into future training.
- By making the training available free of charge to other related community programs, the proposal increases the impact on the target population of low income young children.
- The outcome of providing training to 25 centers is easily measured; the proposal also anticipates tracking increases in STEM curriculum by classroom observation.
- Initial funding requested from the County will be supplemented by organization funds. Following the first year, Easter Seals may offer training for a fee, which could continue to support outreach.
- The first effort of the Director will be to survey best practices and evidence-based practices.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The initial proposal (1/3 of total program budget) includes the cost to develop training and of the teachers' time away from the classroom. As the program is intended to be used for future training, the benefit could be experienced for several years.
- STEM learning is a critical part of the new curriculum in schools and the expectation is that early introduction would enhance later learning.

- Easter Seals Serving DC/MD/VA is an independent affiliate of the national Easter Seals network, an organization with a strong national presence and recognized capacity in serving this population.
- This proposal is limited to a one-time expenditure and will use existing staff.

Name of Organization: Eastern Middle School PTSA

Category/Program Area: Newer; Youth Development Amount Requested: \$22,505

**Project Description:** Create a bilingual "Makerspace" promoting middle school STEAM (Science, Technology, Engineering, Arts and Mathematics) education in English and Spanish at Eastern Middle School.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Eastern Middle School reports that this project creates the first fully Spanish/English Makerspace in the MCPS system. The bilingual Makerspace will create a new, rich learning environment where students will be able to apply their creativity, have fun, and learn new skills which will help them in school and life.
- Makerspace are particularly good at improving STEAM education which is a priority of MCPS.
- The program helps fulfill the County's commitments to support and promote diversity.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The application builds on a pilot Makerspace established at Eastern Middle School (PTSA funded).
- The plan is to meet with other schools with Makerspaces or similar learning approaches to exchange ideas and best practices.
- The application would have been stronger if Eastern Middle School would have shown a financial contribution to the Makerspace Application.
- Examples of how the makerspace was used by students to date were helpful in understanding plans, but the proposal would have been stronger if it provided specific examples for Makerspace projects and use per the application request.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The Makerspace will use existing library space with most of the tables and equipment being rolled into the library on wheels. This is a cost effective use of library space at lunch and after school.
- Existing Eastern Middle School staff and volunteers will support the Makerspace program making it a cost effective addition to the school's programs.
- The cost per participants for the program will be high if only 30 students use and benefit from the Makerspace as described in the outcome section of the application.

- The application comes from the students, parents and teachers at Eastern Middle School themselves -- as the PTSA. PTSA is an integral part of Eastern Middle School and as such understands the needs of the school and its students. The PTSA has identified the proposed activity as a priority.
- To make the bilingual Makespace more effective, the application proposes partnering with Padres Latinos", an organization for Latino families at Eastern Middle School.

Name of Organization: Eastern Montgomery Emergency Assistance Network, Inc.

Category/Program Area: Established; Basic Need Amount Requested: \$50,000

**Project Description:** Provide emergency assistance for rent and utilities to residents of eastern Montgomery County experiencing a financial crisis.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- The need for services is clear as is the target population
- The project justification is also compelling.
- 99% of referrals come from DHHS/Emergency Services

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The proposal is strong with relevant outcomes and noted numbers serviced.
- The organization conducts an annual study to measure the number of clients how remain in their homes for 60 days or longer.
- Clearly coordinates with County and other nonprofits
- Budget is clear and fundraising is on-going with foundation and private contributions as well as public funds.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Prevention cost much less than cost of dealing with homelessness or issues related to frequent moving (school drop-out, job loss, etc.)
- Impact on recipient is significant

- Strong partnering with other organizations
- 20 years of service heavily based on commitment of volunteers and fundraising
- Proposal supports capacity to carry out project in target area of County

Name of Organization: EduCare Support Services, Inc.

Category/Program Area: Newer; Basic Need | Amount Requested: \$80,000

**Project Description:** Provide supplemental food assistance to low income families, seniors, persons with disabilities or chronic illness, and other emergency situations.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Pantry in Takoma Park distributes food on every 1<sup>st</sup> and 3<sup>rd</sup> Saturday at the Grace United Methodist Church; also has mobile food panty delivery system; those needing food can visit pantry once every 30 days
- Also provides case management services
- 7 distribution sites in Montgomery County

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Did not provide balance sheet or income statement, though budget indicates cash on hand of \$100 at Jan 1 2016.
- Measures outcomes via client surveys and database tracking
- Did not adequately demonstrate leveraging of public money through fundraising or strong volunteer base
- Did not attend meeting or respond to questions emailed by the group

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• Amount requested is for 2/3's of projected FY17 budget.

- Group founded in 2010
- In 2015 distributed over 180,000 lbs of food to more than 4,000 persons
- FY 16 budget projects \$75,000 loss. This is of concern, considering that the organization reports that it had only \$100 in funds on hand as of January 2016.

Name of Organization: Empowered Women International, Inc

Category/Program Area: Established; Economic/Workforce
Development

Amount Requested: \$74,677

**Project Description:** Provide entrepreneurship and workforce readiness training and support services to develop and promote self-sufficiency of immigrant, refugee and low-income women.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Provides support to help immigrant low-income women increase entrepreneurship through training courses and mentoring services.
- Good use of alumni supports.
- Over 33 new businesses have been started.

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Critical demographic addressed with unique mission.
- Strong partnerships for both mentoring and recruitment.
- Would like to see longevity engagement to determine long-term success rate
- Ambitious outcomes. Would be strengthened by adding specifics for long-term measurement.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• Large total budget but leverages both in-kind and outside resources. Difficult to determine per participant/cost ratio as grant will cover multiple programs with varied services. It is possible for a participant to enroll in more than one service. Financial efficiency metric development is encouraged.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

 Mission to create economic opportunities and empowerment for immigrant, refugee and lowincome women. Supports entrepreneurship solutions for sustainability. A demonstrated capacity for service delivery – currently serving 150-200 annually

Name of Organization: Equipment Connections for Children Inc.

Category/Program Area: Newer; Older Adults/Disabilities | Amount Requested: \$13,000

**Project Description:** Provide support for storage rental facility equipment repairs, insurance and staff wages.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Equipment Connections for Children (ECC) recycles gently used adaptive equipment for children with physical disabilities, such as, equipment that assists children with standing, bathing, walking, and learning.
- Due to sometimes lengthy waits for Medicaid-approved equipment, ECC is able to provide needed equipment in the interim so that children do not face lengthy waits as they outgrow adaptive equipment.

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The proposal seeks funding to support the Equipment Donation Program.
- Acquiring adaptive equipment for children can be extremely costly as children grow quickly thus
  outgrowing equipment before it has reached the end of its useful life. ECC accepts donations of
  such equipment and then refurbishes it so that it can be donated to children at no cost to the
  families.
- The proposal details the growth of the donation and program over five years from 39 pieces of equipment (2011) to 203 pieces (2015).
- The proposal would have been stronger if it provided actual impact data from the equipment donations indicating what the impact was on the children who received the equipment. Later provided information did address this concern.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• The proposal seeks a grant of \$13,000 to cover storage costs and administrative costs. The grant request is approximately 40% of the program budget.

- ECC is a small organization that is meeting an important need in the community for supportive services for disabled children. They have 100% Board financial support and strong collaborations with numerous nonprofits in Montgomery County, including medical institutions that serve disabled children.
- Their grant application demonstrates a good mix of individual, foundation, corporate and public funding.

Name of Organization: Ethiopian Community Center in Maryland 1

Category/Program Area: Newer; Youth Development Amount Requested: \$74,900

**Project Description:** Provide educational, life/survival, sportsmanship, and leadership skills to middle school boys and girls from low income families including immigrant families.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- This proposal targets low income students in five middle schools in Takoma Park and Silver Spring.
- The goal of the project is to reduce the number of school dropouts and reduce the number of students involved in substance and alcohol abuse, inappropriate sexual activities, and criminal activities.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The proposal activities, after school and summer programs involving mentoring, tutoring, and sports will be undertaken in collaboration with other community organizations, such as various churches, educational entities, and individual volunteers.
- The activities that will be a part of this project would benefit from more detail on the non-sports project activities, i.e., mentoring, tutoring and training, describing what activities are contemplated, how and where they will be provided, and how they will be staffed.
- Making the direct connection between the proposal activities and the projected outcomes, including specifically how the outcomes will be measured, what skill sets will be taught and evaluated, how they will obtain positive changes in tests results, etc., would have given a more comprehensive view of the planned project.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The project plans to serve 240 students out of the larger target group five middle schools. Unclear is how the 240 will be selected out of the larger target group of five middle schools.
- The total project cost is \$87,900 and the proposal seeks approximately 85% of those funds from County funding (\$74,900).
- There will be membership fees and other fundraising to support the balance the project costs.

- The organization has been active in Montgomery County since 2013 and states that it organized an Ethiopian Day festival in Silver Spring attended by more than 6000 people.
- The organization has been a previous recipient of County funds for other grant activities such as health related projects.

Name of Organization: Ethiopian Community Center in Maryland 2

Category/Program Area: Newer; Health/Behavioral Health | Amount Requested: \$70,500

**Project Description:** Provide preventive health screening, testing, counseling, training, and workshop services to improve health awareness among low-income resident families.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- As one of the fastest growing communities in Montgomery County, Ethiopian and other African Americans are vulnerable to growing health challenges because of inadequate income, education, English language proficiency, skills in identifying appropriate health services.
- This project will enable the County to help advance the priority of building a healthy and health conscious community.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Ethiopian Community Center in Maryland (ECCM) connects largely African residents to existing services.
- ECCM will closely work with similar community based organizations such as the Jewish and Spanish community centers and other faith based organizations.
- Part time healthcare staff/consultants are compensated @ \$20/hour.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Stated outcomes are to educate 600 residents of available health services and support programs and 200 of these to have improved knowledge of their health and preventive health management skills.
- With full funding of \$70,500, the education component has a cost-benefit ratio of \$118 per person served.

- Since 2014, ECCM has been providing health care and referral services to walk–in clients in the area of health, employment, immigration, housing etc.
- ECCM has established a formal working partnership with five medical doctors to provide health screening, testing, and health insurance awareness to low-income residents.
- They organized the annual Ethiopian Day festival aimed at promoting the development of social and cultural events that preserve Ethiopian heritage attended by more than 6000 people.
- Supplemental fundraising support is planned, but the proposal would be stronger with outside funding commitments to ensure the viability of the program.

Name of Organization: Ethiopian Community Center in Maryland – County Executive

Category/Program Area: Newer; Health/Behavioral Health | Amount Requested: \$25,000

**Project Description:** To continue providing obesity/nutrition management; healthy relationship/reproductive health management and mental health/substance abuse management services

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Target population stated to be low income, under-served African American immigrants.
- Proposal states that STD and HIV infections are high among African American low income adolescents.
- Obesity has become a major health problem in all communities.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Proposal could benefit from a clearer description of the programs they are providing and why they are needed in the targeted community. In the outcome section, it is stated that 200 people will be served but the programs measured are not described in the proposal.
- Proposal states they will be working closely with and implementing the program through other community organizations, faith-based organizations, self-help groups as well as identified community members but it could benefit from a more detailed explanation of how they will accomplish this goal.
- Proposal states that their future sustainability plan is to collect minimal fees from clients as well
  as services and products from the business community but does not describe how or when this
  will be implemented.
- In it's first County-funded year, from July 2015 to January 2016 the program has provided screening, testing and educational services to 95 clients. A report of the impact on these individuals was not provided.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

Proposal is unclear as to whether services are provided free of charge or minimal cost at present.

- The Ethiopian Community Center in Maryland opened an office in Silver Spring in 2014 staffed daily with one FT and one PT member who provided health care and informational services to walk-in clients.
- They have produced a multilingual resource guide
- Ethiopian Community Center in Maryland has developed working partnerships with 5 medical doctors to help meet the need of the targeted African American community.
- Organization has recruited 3 medical, 2 social work, and 4 physical fitness multi-ethnic professionals as well as 2 college instructors as volunteers. They have also partnered with students at 4 local colleges but proposal is unclear as to their roles.

Name of Organization: Family Learning Solutions, Inc. – County Executive

Category/Program Area: Established; Youth Development | Amount Requested: \$44,180

**Project Description:** To implement effective peer-to-peer mentoring program at high schools to ensure academic success and post-secondary achievements.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- During after school and weekend hours, the I Am College Ready (IACR) program provides college readiness services to Gaithersburg HS (GHS) and Albert Einstein HS (AEHS) youth who will be first generation college students.
- Students are not charged to participate in activities.
- Activities include mentoring, career development, tutoring, leadership, community services, and college readiness activities.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Mission: "to support highest at-risk, low-income, first generation college students with amazing potential, attending MCPS, and residing in Montgomery County, Maryland."
- Outcomes include: 75% of students earning at least a 2.5 GPA, 100% of high school seniors graduating on time, 95% of students demonstrating mastery of student success.
- More information on how the program works, how students are recruited, how frequently participants meet, and how it is structured would strengthen the proposal.
- Program collaborates with high schools, government agencies, and colleges.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The \$44,180 in funding represents 25% of the \$175,000 total program cost.
- Funding would support consultants to coordinate and supervise 75 participants, implement a curriculum, lead community service activities, and collect data.
- Applicant did not provide a balance sheet, budget, or actual expenses as requested.
- Other program support comes from individual donations and in-kind donations of program space and staff support from partner high schools.

- Organization has supported Montgomery County youth since 1997 (and states that all students who participated have graduated from high school); however, the IACR program is in its 1<sup>st</sup> year at GHS and 3<sup>rd</sup> year at AEHS.
- Organization's primary funder has been the County for many years and there is very little
  evidence of significant external funding. Program would be more viable if it sought and
  received other sources of funds.
- Information on the percentage of board members who donate financially would strengthen proposal.

Name of Organization: Family Services, Inc. 1

Category/Program Area: Established; Basic Need | Amount Requested: \$157,000

**Project Description:** Provide county residents with assistance in becoming self-sufficient by helping them access critical and complex basic need services.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- community outreach approach effectively links low-income and under-served county residents with essential services
- as part of Neighborhood Opportunity Network (NON) since 2009, a Family Services Client Services Coordinator (CSC) works jointly with DHHS Community Connectors to provide comprehensive case management
- current site is in Gaithersburg, grant would help expand program into the eastern section of the county which is reportedly under-served in terms of safety net support

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- strong partner network, consortium of involved agencies meets monthly to coordinate services
- in general, Family Services CSCs handle more complex cases than DHHS case managers
- outcomes include tracking whether issues are resolved or successfully referred within 60 days and the results of client satisfaction surveys. FY16 survey results indicated 100% of those responding had a positive experience working with a CSC

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- program budget is \$169,556, county request is 92% of budget, large request is due to need to expand program to serve East County residents
- funds will be used towards the salaries of two additional Client Services Coordinators, a program manager, emergency expenses, rent, and other program costs
- anticipate serving approximately 976 clients at both locations combined
- while urgent needs are addressed initially, goal for clients is to achieve long term stability

- Family Services (which also serves Prince George's County) has served Montgomery County since 1908
- well established, the organization offers a broad range of vital programs covering the life span and served 27,000 county residents in FY15
- organization has large multi-lingual staff and a large base of volunteers
- overall organizational budget is 22 million dollars with diverse revenue

Name of Organization: Family Services, Inc. 2

Category/Program Area: Established; Health/Behavioral Health

Project Description. Provide mental health therapy services onsite at the Workforce Solutions Group in Wheaton and Germantown for clients needing job-seeking assistance.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Untreated mental illness can be a strong barrier to employment. Family Services, Inc. (FSI) works with Montgomery Works Workforce Solutions Group (WSG) to provide support and services to individuals seeking assistance with obtaining employment; majority of clients are high school educated with annual income below \$10,000; 48% are Black/African and 19% are Hispanic.
- Services currently provided in Wheaton with plans to expand to Germantown.
- Therapist on-site provides mental health screenings and short-term therapy and will provide individual therapy and treatment plans where needed and referrals for long-term treatment.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Program collaborates with Montgomery Works to provide services at their Wheaton site (and in Germantown in the future) and therapist maintains a strong referral network of community resources for continuity of long-term mental health care.
- Proposal would be stronger if outcomes measured the number of individuals who obtained and maintained employment after receiving job-support services.
- In new fiscal year, program will utilize an evidence-based measurement tool which is client-focused and trauma-informed to more reliably measure outcomes.
- FSI will research and explore the possibility of billing for services; including through Medicaid and other insurance providers, to help provide future funding.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Program expects to serve 100 individuals for a cost of \$700 per person.
- The county also benefits from continued employment of its residents because employment mitigates the need for costly support programs.

- FSI was founded in 1908 and has strong history of providing wide range of services; the Mental Health Program at WSG, which is the subject of this grant request, began as a pilot in May 2015.
- FSI has shown the ability to carry out the program when given sufficient funding.
- Proposal would be stronger if FSI could demonstrate successful efforts to leverage county funding so that the county is not responsible for providing all or virtually all of the funding.

Name of Organization: Family Services, Inc. – County Executive

Category/Program Area: Established; Youth Development | Amount Requested: \$40,000

**Project Description:** Provide academic, social and emotional supports during and after school for atrisk minority males at Gaithersburg Middle School(GMS)

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Family Services, Inc. (FSI) identified increasing stress levels affecting minority males at GMS attributed to ESOL new immigrants; low incomes; female heads of households and domestic violence issues.
- The Gaithersburg Youth Mentoring (GYM) program has been shown to be effective at the HS level and will now be utilized at the middle school to decrease truancy and behavioral issues; develop coping skills, increase self-esteem and decrease bullying in this vulnerable male population.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- After evaluating the dropout and graduation rates for Gaithersburg HS 2014-2015 and establishing that they were much higher than the county rates; FSI moved their GYM program to the middle school in an effort to positively affect the rates. Referrals will come from school staff.
- FSI staff will be at GMS daily to provide homework assistance; skill development groups; activities during and after school; individual mentoring; group and individual interventions as well as any other services they evaluate as being needed.
- FSI collaborates with GMS staff as well as community programs run by other agencies to provide smooth recognition of how best to help students.
- Proposal is aimed at minority males but does not address if minority females also need this service.
- For FY2016 until December 2015, 110 youths were served; 105 had 2.0 GPA; 97% of 8<sup>th</sup> graders are on track to transition to HS; 100% of 6<sup>th</sup> and 7<sup>th</sup> graders on track for next grade.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- GMS is providing the use of a private office, phone and a meeting space, all at no cost.
- The City of Gaithersburg is providing \$30,000 for the program
- FSI estimates serving 100 students

- FSI has been serving those in the community who have limited access to critical resources since 1908 with a full range of in-home and community based programs. They employ 400 staff from more than 50 countries speaking 42 languages and English.
- FSI will use former GMS graduates as well as current students to serve as role models/peer mentors as well as community volunteers to assist as tutors and mentors.

Name of Organization: Fenton Village, Inc.

Category/Program Area: Established; Community

Amount Requested: \$9,700

**Project Description:** Preservation of the community known as Fenton Village through the promotion and support of small and local businesses.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification): The organization describes the geographic area targeted for funding. However, additional information and clarification is needed regarding the purpose of the planned event, Taste the World in Fenton Village (TTWFV), and why there is a need for it. Additional information on community revitalization efforts and statistics about the community will help enhance this section.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

The organization collaborates with other Silver Spring nonprofits in order to raise awareness and share information about the event, Taste the World in Fenton Village. Due to the fact that it received funding under Silver Spring Town Center previously, there is the expectation that these and other partnerships will help sustain this new Fenton Village, Inc., organization in the future. A more robust sustainability plan and clear outcomes that highlight how impact is measured will help provide additional clarification.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

Development

The expenses associated with the TTWFV event are minimal in comparison to the larger social branding/messaging. Additional information regarding the impact of this event and how many people it serves will help provide additional details to support a strong return on investment.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

Since the organization has become its own entity (outside of the Silver Spring Town Center Inc. umbrella) this showcases its mission to focus squarely on the TTWFV event. There was some thought behind this change, in terms of ongoing sustainability and capacity. The organization leverages partnerships with other businesses, organizations, and volunteers to ensure the success of the event. A suggestion of the Review Team is to use Council funding, if awarded, for broader planning efforts within the Fenton Village community, which seems to be the more pressing issue, rather than on the event itself.

Name of Organization: First African Methodist Episcopal Church of Gaithersburg, Inc. - County Executive

Category/Program Area: Established; Basic Need Amount Requested: \$7,410

**Project Description:** Provide monthly groceries for low-income and disabled families and senior citizens in Montgomery County, focusing on zip code 20877.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- First AME Church of Gaithersburg operates a monthly grocery program for low-income families in Montgomery County and would serve more with County funding.
- Focuses on the Emory Grove, Towne Crest and Washington Square areas in Montgomery County.
- "The current project purchases groceries at a significant discount from the Self-Help and Resource Exchange (SHARE). SHARE is a part of Catholic Charities and provides food packages valued at \$35-\$50 for \$21."

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Proposal states that "Members of the Dolly Deselle Adams Missionary Society and members of
  First AME Church of Gaithersburg are invited to participate in the program." Proposal does not
  state if those outside of either organization are eligible to receive benefits.
- Outcomes include clients giving back to the community through volunteering, clients improving self-sufficiency, and clients experiencing food security.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The \$7,410 funding request represents 60% of the total \$12,322 program cost.
- Funding would support supplemental groceries and transportation costs.
- Other funding comes from AME Church of Gaithersburg but monthly grocery program is highly reliant on County grant funding.

- "The First African Methodist Episcopal Church of Gaithersburg, Maryland is a church committed to providing spiritual services to members and social and human services to residents of Montgomery County."
- The food program has existed since 2007.

Name of Organization: First Generation College Bound, Inc.

Category/Program Area: Established; Youth Development | Amount Requested: \$23,100

**Project Description:** To provide college access services to 11<sup>th</sup> and 12<sup>th</sup> graders from low to moderate incomes from Sherwood High School.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification): First Generation College Bound (FGCB) will provide college access services to high school juniors and seniors from low and moderate incomes from Sherwood High, contracting with the Olive Branch Community Church (OBCC) which is proximate to the school.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

FGCB will hire a College Access Coach and provide College Access services to 30 Sherwood 11<sup>th</sup> and 12<sup>th</sup> graders from low and moderate backgrounds. The coach will conduct workshops for students and their families: to encourage students/parents to develop a college-bound strategy; to understand their financial aid options; to complete the Federal Student Aid Application; and to help students take the SAT and make a successful transition to college. FGCB's coordination includes licensing of the program as well as orientation and training of the College Access Coach.

The proposal would be strengthened by additional detail on the specific criteria for hiring the College Access Coach, more specificity as to the responsibilities of that position, and the role of the ten member committee of OBCC that will be actively involved with hiring and supervising the College Access Coach, and providing program evaluations. Additionally, explanation of how the Coach will coordinate with the Sherwood Staff liaison and FGCB to be most effective in the provision of the targeted services would help clarify the proposal.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

FCGB is requesting \$23,100 out of a total program cost of \$31,100 from this county grant. A total of 30 students will get some services. The majority of the grant will support the one Coach position. Additional explanation on other fundraising for the project would have benefitted this grant application.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

The organization began in 1990, has an interesting history, and has worked principally with Prince George's County High Schools. They have provided College Access services each academic year to 150 students of which they state 93% have matriculated to college with 64% graduating in four years. Overall in Prince Georges County, FGCB says it has helped 2305 students attend college, there are 600 graduates from that group, and 700 are on track to graduate in the next four years.

In Montgomery County, they began providing technical and professional support to OBCC to provide college access to students from low and moderate-income backgrounds attending Sherwood High. They report they have helped eight Sherwood students matriculate to college – four are ESOL students and one of the others will graduate in 2016 without debt. The affiliation with an MCPS school is positive and may lead to additional involvement in Montgomery County. Clarifying the roles of the Church committee and the Coach would help the proposal.

Name of Organization: Friends House, Inc.	·	
Category/Program Area: Established; Older	Amount Requested: \$100,000	
Adults/Disabilities; Large Capital	_	
<b>Project Description:</b> Redevelop common space that serves low-income seniors, providing space for		
dining, meetings, activities, fitness center and wellness.		
Public benefit (identified and demonstrated need; target population well.	served by proposal; project justification):	
- See HHS Committee Packet of April 19, 2	2016	
Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):		
Cost-benefit analysis (cost of service or activities; impact on recipient r	relative to cost):	
Strength of organization (organizational capacity; how long has agence received public funds; number of staff, volunteers and partner organizations in government funding; capacity to carry out project):		

Name of Organization: Future Link, Inc.

Category/Program Area: Established; Youth Development | Amount Requested: \$33,300

**Project Description:** Provide authentic internship work experiences for at-risk County youth keeping them motivated, persisting with their education, and on-track towards self-sufficiency.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

• The program is geared towards economically disadvantaged young adults to persist in postsecondary education and obtain middle level jobs, by giving them experience in work through internships.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Proposal was well written with clear and meaningful outcome measurements.
- Students will gain paid internship work experience and professional connection in their career field of choice.
  - Participants must complete 14-week core self-advocacy and workforce development skills program (e.g., mock interviews, career assessments, and informational interviews), soft skills training.
- The program has a waiting list of students wanting to participate and be trained.
- Students are referred to Future Link from more than 20 county agencies and other nonprofits.
- The pilot program funded with FY16 County Council grant funds, has been successful with at least three of the 15 participants being offered extended employment.
- The proposal's detailed list of collaborations and coordination with other organizations is a strength of this application.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The total budget for the program is \$ 71,700 but seeking \$ 33,300 from the County Council.
- The organization plans to have 20 internships using these funds, building on the successful pilot.

- The organization provides at-risk youth with preparation for a meaningful career by promoting the development of essential workplace skills.
- The organization demonstrates solid relationships with other county organizations which help support the growth of this program.

Name of Organization: Future Link, Inc. – County Executive Category/Program Area: Established; Youth Development **Amount Requested: \$30,000 Project Description:** Fund an extensive outreach program providing individualized academic and career supports for the County's most at-risk youth; goal is self-sufficiency. **Public benefit** (identified and demonstrated need; target population well served by proposal; project justification): See evaluation on prior page Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding): See evaluation on prior page Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost): See evaluation on prior page **Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project): See evaluation on prior page

Name of Organization: Gaithersburg HELP, Inc.

Category/Program Area: Established; Basic Need Amount Requested: \$40,000

**Project Description:** Provide the basic needs of food, diapers and formula for low-income residents in Gaithersburg/Montgomery Village area.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Demonstrated need for baby items and emergency food relief for low-income residents
- Existing storefront location; makes home deliveries as well.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Clear proposal with stated purpose and strong relationships with other groups doing similar activities
- All volunteer run organization; consistent, loyal base of support
- Conducts community outreach and awareness programs

**Cost-benefit analysis** (cost of service or activities; impact on recipient relative to cost):

• Documented, clear cost-benefit analysis - no paid staff; conduct client surveys. Amount requested not a large percentage of overall program cost.

- Well-established organization in existence for more than 45 years
- Served over 4,000 families and 1,600 infants last year
- Increased capacity to receive additional food in 2015

Name of Organization: Gandhi Brigade Incorporated

Category/Program Area: Established; Youth Development Amount Requested: \$79,000

**Project Description:** To develop youth leadership and employment potential through media training, community engagement and community service in Montgomery County.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Through the Promoters Program, Gandhi Brigade provides youth in 5 schools in the East County and Down County consortiums with opportunities to develop media projects (videos, posters, photographs), many on timely social topics; projects are then shared with the community through exhibitions, pop-up festivals, and public screenings, including an annual Youth Media Festival that was attended by 800 community members last year.
- Roughly 90% of participants in the Promoters Program are immigrants of first generation Americans; the application would be stronger if it clearly identified the need for the program and the specific target population served.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Outcomes described are difficult to operationalize; previous positive results are presented for another Gandhi Brigade program, but not for the Promoters Program, for which funding is requested.
- Additionally, the application would be stronger if it provided clear details regarding program curriculum and implementation.
- Gandhi Brigade partners with other non-profits, as well as MC Public Libraries and MCPS, and plans to strengthen these relationships further.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- A total of \$79,000 (53% of the total program budget of \$148,050) is requested is to provide the majority of salary support.
- Gandhi Brigade hopes to ultimately serve 35 youth through the Promoters Program at a cost of \$4,230/youth, which is very high given the number of youth served.
- The budget is appropriate, with a broad base of financial support; the sustainability plan is strong, with recent increases in funding due to new management.

- Gandhi Brigade was established in 2005 to provide youth with marketable skills by utilizing new media and technology.
- A total of 50 volunteers were recruited last year, including previous program participants who provide training to current participants.

Name of Organization: GapBuster, Inc. – County Executive

Category/Program Area: Established; Youth Development | Amount Requested: \$100,000

**Project Description:** Provide positive youth development services to at-risk students; expose them to STEM fields and engage them in meaningful community service.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

• Whereas the goal of offering higher levels of educational opportunities to minority and at risk students is recognized and important, the proposal would benefit from more precise data as to who participates; how they are admitted to program; how often they meet. It is difficult to assess the public benefit and value without knowing the actual numbers and facts.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Although neither the project description nor the organization's website includes any reference to interventions to decrease gang membership, the proposal frequently mentions this as a prime rationale for the project. It would strengthen the proposal for this to be better clarified.
- Outcome measures would benefit from a fuller explanation of how many students are being served by program as the numbers provided are difficult to reconcile.
- From the 990, it appears that the county contributes over 80% of the program funds but the proposal identifies only \$20,000 currently secured from Aetna which does not explain the additional needed funding amounts. It is unclear from the proposal if the program has ever been able to leverage County funding to secure private/foundation grants. In 2013, a 10 year fundraising plan was implemented but at present does not appear to have increased outside funding.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Organization did not provide balance sheet and income statement but rather 2014 990. This makes it difficult to make full assessment of costs of program.
- Outcome data provided is all percentages without numbers they are based on. Although the items listed are impressive with high satisfaction and success rates, without knowing how many people are in the pool no evaluation of the true impact of program in connection to cost can be deduced. This was noted in last Grant evaluation and has not been rectified again this year.

- Organization has been operating since 1999 with a mission to raise the academic standards and achievement levels for socioeconomically disadvantaged minority students.
- Organization provides out of school tutoring, mentoring, academic enrichment, recreation
  programs, STEM programs and gang prevention programs. They established a chapter of the
  National Society of Black Engineers at Wheaton HS as well as the STEM program Ten80 as
  well as the Blue Drop initiative based at University of Maryland to promote healthy life choices.
- They partner with a variety of other community based organizations as well as MSDE and Aetna.

Name of Organization: Generation Hope

Category/Program Area: Established; Youth Development | Amount Requested: \$25,000

**Project Description:** Provide teen parents with tuition support, mentoring, academic/life/professional skills, tutoring, and case management to make college a reality.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Provides financial and academic and emotional support to young parents (ages 25 or older) pursuing college degrees
- Plans to serve 13 Montgomery County residents in next fiscal year

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Proposal states that components of program are: matching student with mentor/sponsor who provides the \$2400annual support; facilitating sponsorships to ease tuition costs; financially assisting with emergencies/crisis situations; conducting professional /life/academic training; and providing ongoing case management
- The proposal notes the number of teen mothers it has successfully helped to earn 4 year degrees but gives no indication of how many were not successful
- Additional information on scholars program would have provided useful information to the proposal
- Has attracted substantial volunteer support

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Requesting about 21 % of total cost of program
- Costs appear reasonable
- Currently serving 65 parents who are attending 2-4 year colleges
- Maximum tuition support from organization is \$2,400/year, provided by mentors who have made a four year commitment to do so
- Has strong fundraising plan in place

- Has built strong network of Partner Organizations (schools, nonprofits) in just 5 years
- Was named "one of best nonprofits in DC area" by Catalogue for Philanthropy
- Has diversified fundraising strategy

Name of Organization: Gimie's Organization for Youth, Inc.

Category/Program Area: Newer; Youth Development Amount Requested: \$25,000

**Project Description:** To lower the high school dropout rate in youth and deliver self-empowerment educational and career development programs.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Target population of truant, at risk youth ages 9-21, is refined by geographical areas of the County to include, Montgomery Village, Rockville, Germantown, and Gaithersburg.
- How well the project will identify specific members of the target population is not as clear as the age difference spread in the target population will require different strategies and activities for identification.

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The proposal makes a sweeping statement that there are no other programs within Montgomery County that provide similar services. This lack of familiarity with the various nonprofit organizations that are working to reach this same target population in similar and different ways within the County is a concern. The proposal would benefit considerably from some indication of collaboration with existing county organizations that serve similar target populations and have similar program goals.
- The project is "designed to increase the high school graduation rate." Realistically, such a broad goal needs to be refined into smaller sub-goals, recognizing the numerous reasons that lead to truancy and failure to graduate. Activities need to be tailored to those types of interventions proven to address those various reasons. Additional information is needed on project activities, such as, how they contribute to achieving the goal, how they will be staffed, whether these are methods that have proven to be successful in similar programs in reaching this target population, where these activities will take place, how often, what the outcomes will be and how they will be measured.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• The number to be served is not clear and sufficient information was not provided to do any costbenefit analysis.

- There is always a need for more services targeted to students at risk. Given the type of project envisioned, the organization would benefit from developing relationships/collaborations with other county organizations to determine what is already being done and how they can increase the impact of their newly proposed activities.
- There are several unanswered questions about organizational capacity regarding budgeting, planning, fundraising, and staff size. The proposal would have been stronger with a clear plan for organizational start-up and better refinement of project goals, activities, and outcomes.

Name of Organization: Girls on the Run of Montgomery County, MD

Category/Program Area: Newer; Youth Development Amount Requested: \$15,000

**Project Description:** Provide program scholarship and shoes to underserved girls in order for them to participate in Girls on the Run programs.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- This program encourages positive youth development for girls in 3<sup>rd</sup> through 8<sup>th</sup> grade throughout Montgomery County, MD.
- This program is intended to promote directly and indirectly healthy development by promoting
  physically active lifestyle, and reducing risky behaviors such as obesity, pregnancy, substance
  abuse and eating disorders.

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The proposal makes a strong case for implementing a physical activity-based positive youth development program that addresses the social, emotional, and physical needs of girls in 3<sup>rd</sup> through 8<sup>th</sup> grade.
- The proposal specified the components of the 10-week curriculum used during the training, which includes lessons targeting the promotion of competence, confidence, connection, character, caring and contribution to the greater good of society.
- The proposal highlights the key role that running and other physical activities serve as a medium for teaching life skills and core values.
- The proposal highlights the essential role that participation in the 5k run represents for the target population it serves.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The total grant request to fund the Financial Aid program is \$15,000. The full amount is being requested in this grant application.
- The Outcome section of the application indicated that 1250 girls are to be served from the scholarship program.

- This organization has operated in Montgomery County since 2007, and has served over 20,000 girls.
- In 2015 alone, the organization provided \$180,000 in scholarship and over 200 pairs of new running shoes to underserved girls throughout Montgomery County.
- This organization has many community partners, including Clark Construction, Kaiser Permanente, Suburban Hospital, Calleva Camp, Whole Foods, Fleet Feet Sports, and Under Armour, among others.

Name of Organization: Graceful Growing Together, Inc. 1

Category/Program Area: Established; Community
Development

Project Description: Provide essential pre-occupancy staffing for planning, fundraising and implementation of the new Bethesda community center.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Graceful Growing Together (GGT) holds a 25-year lease to manage the planning, leasing and staffing of the new Bethesda community center and its service delivery.
- GGT anticipates construction of the new, 65,000 gross-square-feet facility to commence in mid-2017.
- GGT anticipates that the new facility will impact more lives with an increase in annual program service delivery units by 500%: day care for children, programs for families, the elderly and the less fortunate who live, work or frequent Bethesda.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- GGT has had significant discussions that resulted in letters of interest from several local nonprofit and county organizations that provide similar community services.
- Support from Montgomery County will help GGT by providing crucial pre-occupancy operating funds for one year to:
  - (1) continue and expand present programs and services and,
  - (2) offer affordable operating space for nonprofit organizations and community groups that provide services to poor and vulnerable individuals in the area.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• This single year capacity building grant will support the planning of the new community center which is projected to be self-sustaining by 2019 from sub-leasing space to other community based groups and other revenues.

- Since 1988, the parent organizations have provided lunches to the area's homeless, church meeting rooms are also home to Alcoholics Anonymous, Narcotics Anonymous, Al Anon, and other groups.
- The capital needs for the center enjoy broad support by bond bills from both the Maryland Senate and House, Montgomery County Council and Montgomery County Executive grants and Christ Lutheran Church.

Name of Organization: Graceful Growing Together, Inc. 2		
	-	
Category/Program Area: Established; Community	Amount Requested: \$300,000	
Development; Large Capital		
<b>Project Description:</b> Assist with the design, construction and equipping of the Graceful Growing		
Together Community Center in the Woodmont Triangle Bethesda community project		
Public benefit (identified and demonstrated need; target population well served by proposal; project justification):		
- See HHS Committee Packet of April 19, 2016		
Strength of Proposal (clear description; measurable and relevant outcomes	mes. including results achieved to date: achieved	
outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):		
Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):		
Strength of organization (organizational capacity; how long has agent received public funds; number of staff, volunteers and partner organizations is government funding; capacity to carry out project):		

Name of Organization: Great and Small

Category/Program Area: Newer; Older Adults/Disabilities | Amount Requested: \$5,500

**Project Description:** Operating support for equine-assisted programs serving individuals with special needs.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Organization and program have operated since 1998 serving needs of individuals with disabilities.
- Organization reports that client base represents the county demographics with those who can, paying standard rates and 25% receiving Government assistance.
- Program results in improvements toward independence and increased sociability.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Clear and realistic goals measured by increases in riding skills with presumptive connection to
  growth in social competence. It is reasonable for the organization to hold itself accountable for
  increases in riding skills given its mission and staffing.
- Organization has realistically revised its goals to expect 70% of clients to gain a new riding skill each session.
- Organization participates in a statewide network and is forming a relationship with a new equineassisted program serving adults with autism.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Request to county is small in relation to overall cost of operation. (\$5,824 vs. \$241,036)
- Proposal would be strengthened if it explicitly sought support for overall program or low-income clients. The request for farrier support (necessary as it is) seems remote from both County priorities and program goals.
- Impact on clients is measured though it is difficult to determine cost per client.

- Organization has been operating effectively since 1998 and has diverse funding through a heavy reliance on client fees.
- Organization has received County funding for summer programs in 2014 and 2015; summer programs have provided speech-language therapy in an equine setting for campers.
- Organization has a waiting list indicating additional need for its services.
- Organization makes strong use of volunteers (100 volunteers contributed over 3,000 hours of service in 2015).

Name of Organization: Greater Washington Urban League Inc. Community Development
Organization

Category/Program Area: Newer; Economic/Workforce
Development

Amount Requested: \$25,000

Project Description. Financial education for low to moderate income residents.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Target population is individuals and families with low to moderate income in the eastern part of the county
- High need for Spanish speaking workshops for families to increase financial literacy
- Services will also be offered in Spanish
- Will help increase participants' financial well-being

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Based upon program started last year in Prince George's County
- In 2015 they held financial literacy workshops at White Oak Library which were attended by 75 people, the first time they worked in Montgomery County
- Provide financial literacy workshops and counseling for up to 18 months to achieve client goals
- Propose working with the East County Government Center and other nonprofits
- Proposal would be stronger if partners were already recruited
- Services are free
- Expected to serve 300 people of which 75 will become home owners

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Budget includes \$28,000 out of a total of \$75,000 for marketing if radio ads are required to find participants
- Staff costs seem in line with the project
- Request is for one-third of the total cost
- Anticipate about a third of workshop participants continue in coaching

- Washington Urban League is over 75 years old
- Have had long experience with financial counseling
- New to serving Montgomery County
- Proposal would be stronger if more groundwork done in Montgomery County

Name of Organization: GreenWheaton Inc. 1

Category/Program Area: Newer; Community Development | Amount Requested: \$15,000

**Project Description:** Help Green Wheaton develop and implement community-appropriate, environmentally-friendly projects and programs promoting Wheaton MD.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- GreenWheaton projects in the community include green business seminars, trash and invasive species clean-ups and planting of streams, parks, and public facilities, and others.
- The organization helps local businesses and residents learn more about going "green" in the Wheaton community and surrounding area.
- Through education and outreach of "green" best practices, the organization works to redevelop Wheaton into an economically resilient, environmentally-friendly and multi-culturally vibrant community.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The organization's success depends on spreading awareness of what it means to be a "green" community.
- Support from the County will help fund these programs to reach residents and local businesses in furthering the County Executive's goal of building healthy and sustainable communities.
- This proposal would be stronger if it more clearly defined the purpose of the grant and detailed activities and timelines that would be accomplished with this funding.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• GreenWheaton seeks 50% of it project cost, \$15,000, from County funding.

- Just over half of project funding will be contributed by outside sources, including sponsorships, donations, grants and in-kind contributions.
- GreenWheaton has strong connections in the community, having well over a dozen business and civic strategic partners.
- GreenWheaton jointly presented the successful "Demystifying Clean Green Energy" Expert Panel discussion to over 100 attendees.

Name of Organization: GreenWheaton Inc. 2

Category/Program Area: Newer; Community Development | Amount Requested: \$9,500

**Project Description:** Two Pilots: Going Green for Wheaton and Silver Spring restaurants/retailers and expansion of Silver Spring Greens Yardlink urban agriculture demonstration sites.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification): The organization provides detailed information about the programs they plan to undertake, and the implementation plans. This section could be strengthened with more details about the target population, who will be impacted, the demonstrated need for this type of green movement within Wheaton/Silver Spring, and why this particular initiative was chosen.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

The organization is taking advantage to the fullest extent of collaborative partnerships, especially with regard to business relationships and programs. The focus on partnerships with the other "Green" organizations in Montgomery County helps leverage their shared resources and missions, although these collaborations are less formal. The outcomes appear to be outputs and do not indicate measurable impact, but measurements of services to be provided. The initiatives discussed within the proposal adhere to Green America and Montgomery County Green certifications, and the alignment with these initiatives will help provide some credence and background on best practices for this initiative.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

There is a lack of clarity as to the return on investment in relation to the cost of the program. The program costs are minimal, but more information is needed to fully understand how this relates to long term community impacts.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

The organization appears to have a depth of experience regarding the management of the program. They have successfully used county funding previously, and use a committed board to provide support with operational and fundraising activities. A detailed fundraising plan will help guide future activities and ensure sustainability. In addition, more established collaborations with the other "Green" organizations will help to ensure that the support is spread across the county.

Name of Organization: growingSOUL, Inc. 1

Category/Program Area: Newer; Economic/Workforce Development

Amount Requested: \$47,000

**Project Description:** Provide general operational funding to expand zero-waste solutions for food production, recovery, processing, preservation, distribution and the composting apprenticeship-training programs.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

• growingSoul has outlined clearly and identified areas of operation and the target population. In the Question and Answer session with the Review Team, they clarified their areas of operation and how it impacts the larger community.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

The proposal clearly includes sustainability plan, including collaborative partners and how this
will help to improve services. The outcomes from the previous funding are clearly reported and
outlined.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The total cost of the program is \$355,400 and is seeking \$47,000 from the County.
- The amount requested from the County is in good proportion to its potential impact on the community and the target population it serves.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

• Based on the strength of the proposal, public impact, and cost effectiveness, growingSoul has the capacity to sustain its services and increase its outreach services to the community.

Name of Organization: growingSOUL, Inc. 2

Category/Program Area: Newer; Economic/Workforce
Development

Amount Requested: \$75,000

**Project Description:** Continue to champion County's urban agriculture movement, and to supplement sliding-scale composting fees for residents, nonprofit food recovery agencies and charities.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

• The organization has outlined the research-based approach and innovative concept led by Will Allen. They have also identified the need for their services. This proposal could be strengthened by providing more information on the target audience and geographic area(s) that will be targeted by the organization.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

• The sustainability plan, including current funding partners, is clearly outlined and described in the proposal. The outcomes in the proposal appear to focus on outputs rather than outcomes, which measures long-term impact. Additional details regarding the specific funding request (the budget provided was an organizational budget) and alignment of goals to outcomes will help enhance the proposal.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• The request made by the organization is high in relation to the potential impact, therefore additional information on costs related to current waste will help establish more understanding regarding return on investment. Based on funding received for this initiative previously, the organization has had positive impacts on the community.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

• The organization has the capacity to manage funding and execute on projects. They have previously received county funding, and are able to leverage other funding sources. They also have a clearly defined sustainability plan to implement over time.

Name of Organization: growingSOUL, Inc 3

Category/Program Area: Newer; Basic Need Amount Requested: \$15,000

**Project Description:** Provide money to local farmers and businesses and introduce fresh locally raised food into the food safety net system.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Provides money to local farmers and businesses by purchasing their products
- Zero waste food system

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Clear description of mission and emphasis on zero waste food systems
- Not only food distribution model but emphasis on environment-friendly actions and education
- Collaborates with many other organizations
- Performs composting and food recovery outreach for other local groups
- Proposes to record the types, quality and weights of produce donated by each farmer to help measure outcomes

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• Documented cost-benefit analysis. The budget not clear and overall program cost unclear.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

• growingSoul states it is unique in its emphasis on zero waste and making local food more accessible

Name of Organization: Habitat for Humanity Metro Maryland, Inc.

Category/Program Area: Established; Basic Need Amount Requested: \$40,000

Project Description: Provide necessary health and safety home repairs

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Habitat requests funds to provide necessary repairs to low-income homeowners to ensure their health and safety so the homes remain compliant with state and county code requirements and/or allow low-income seniors to age in place.
- Benefits include well-maintained housing stock, more stable communities, reduced risk of homelessness for these people at risk.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Relationships/partnerships with multiple community organizations and City of Takoma Park to complete work and to refer clients among one another.
- 30+ years in area.
- Leverage of contractors, volunteers, employees and homeowner labor.
- Nascent idea to offer mortgage program that provides 0% loans for repair services to generate revenue is an idea that that could financially benefit organization
- Organization might benefit its revenue stream and clients by exploring USDA programs to help rural elders with repairs.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Habitat expects to resolve the repair needs of 11 Montgomery County families with its \$40,000 request. The organization "hope[s] to utilize between 3 and 10 volunteers for each project." Though volunteer staff cannot be guaranteed, the overall proposal lacks specifics to determine a clear cost-benefit analysis.
- That said, the fact that Habitat has exhausted its funds before the end of two fiscal years because the list of people qualifying for repair services demonstrates the extensive need for this service in Montgomery County.

- Habitat has a long history in this area and has demonstrated its ability to serve a growing need in Montgomery County.
- Yet, as Habitat's current combination of County and private funding is depleted in less than a year and leaves a waiting list, Habitat for Metro Maryland would benefit from increasing its fundraising capacity, perhaps in part by offering home repair mortgages.

Name of Organization: Hebrew Home of Greater Washington, Inc. 1

Category/Program Area: Established; Older Adults/Disabilities

Amount Requested: \$50,000

**Project Description:** Provide shelter, education, outreach and coordinated community response to elder abuse in all its forms.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- The ElderSAFE Center is the region's only comprehensive abuse shelter meeting the needs of adults age 60+, especially those with cognitive and physical impairments
- The ElderSAFE Center is available to all age 60+ regardless of ability to pay for shelter, medical, therapeutic or social services
- In 2015, the organization provided targeted elder abuse seminars for 100 clergy and 100 attorneys and financial planning professionals

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The proposal, including outcomes, budget and results achieved to date is clearly presented
- ElderSAFE works closely with the Elder and Vulnerable Adult Abuse Task Force, Adult Protective Services, Health and Human Services, Police Elder Abuse Unit, and the State's Attorney's Office
- The Organization's Board is firmly committed to the continuation of the Program

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The requested amount is 8% of total program costs (\$626,611); 40% of the salary of the program director (\$125,000)
- Since its inception, ElderSAFE has sheltered 5 victims for 375 days, provided 95 referrals, and held training and workshops for 1,034 staff and 1,725 members of the public

- The program has achieved notable results since its launch in September 2014
- As the largest skilled nursing facility in Maryland, the organization is well positioned to carry out the program
- The organization has substantially leveraged foundation, corporate and institutional funding for the program
- The program received County Executive Grants of \$50,000 in FY15 and FY16; and a County Council Grant of \$44,000 in FY15

Name of Organization: Hebrew Home of Greater Washington, Inc. 2		
Category/Program Area: Established; Older	Amount Requested: \$400,000	
Adults/Disabilities; Large Capital	-	
Project Description: Provide capital improvements for Revitz House, a HUD subsidized independent		
living residence for low-income, older adults.		
Public benefit (identified and demonstrated need; target population well served by proposal; project justification):		
- See HHS Committee Packet of April 19, 2016		
<b>Strength of Proposal</b> (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):		
Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):		
Strength of organization (organizational capacity; how long has agence received public funds; number of staff, volunteers and partner organizations in government funding; capacity to carry out project):		

Name of Organization: Heritage Tourism Alliance of Montgomery County - County Executive

Category/Program Area: Established; Other; Amount Requested: \$100,000

**Project Description:** Funds will provide operating support for Heritage Montgomery.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

Heritage Montgomery is a nonprofit humanities organization based in Montgomery County. Montgomery County is one of 13 certified heritage areas in the State of Maryland. Heritage Montgomery preserves and promotes the history of Montgomery County to local residents and tourists.

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

Heritage Montgomery assists many county humanities based organizations with mini grants that help to promote preservation and promotion of Montgomery County's important historic sites. They have successfully developed a county interpretive plan to guide them in the future. They also serve as an important resource for Montgomery County schools that are focusing on local history.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

This grant request is based on the need to match a state grant. Heritage Montgomery funding comes mainly from government sources. The organization would benefit from developing a more diverse funding strategy.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

The State requires Heritage Montgomery to be certified and reviewed on an annual basis. Heritage Montgomery continues to manage itself well and does so with a small staff and a strong board of directors.

Name of Organization: Hispanic Business Foundation of Maryland Inc. dba Hispanic Chamber of Commerce of Montgomery County 1

Category/Program Area: Established; Youth Development | Amount Requested: \$35,000

**Project Description:** Partnership Youth Initiative alleviates at-risk youth's economic stress and develops career-focused skill sets by exposing students to a mentored after-school work environment.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification): PYI will serve Latinos and other minority high school students between the ages of 16-21 who are at risk for dropping out of school. The organization feels it will impact dropout rates by pairing students with mentors who will assist the youth in completing their high school diploma and pursuing a professional career. This grant will focus on students at Blair High School and pair them with a professional local business owner or supervisor within the internship workplace. The match is made based on the interests of the students.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

The idea of these mentored internships is a good one, exposing students to real work environments, helping them gain experience, and expanding their networks. HBF does a good job of naming other organizations and agencies with whom they work, likely as a result of the longevity of the program. The proposal would be stronger if they could also detail which partnerships are most effective at achieving the program goals with students and the specifics of why they are effective. Information on the actual outcomes of these internships, e.g., number of students gainfully employed 6 months or one year after the internship, would be useful outcomes information to obtain.

HBF plans to serve between 15-45 students based on the number of internship modules available. However, it is not possible to determine how effective the program has been because differing numbers of participants were provided in the proposal (185) and in response to written questions from the Review Team (115). Even using the largest number, that would mean only 26 students each year have participated/graduated and there does not appear to be a plan to scale up to 45 students.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

HBF seeks \$35,000 to support the internship program, approximately 61 % of the total budget. With the available information at this time, it is not possible to make a reliable cost benefit analysis. The proposal mentions future fundraising plans but does not include specific goals based on the diversified strategies named. There is 90% board financial support.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

The agency has run this internship program for seven years, meeting a real need to engage students who are at risk of leaving school without graduating and through this program, giving them tools to compete in the Montgomery County workforce. Reviewing what has been learned during that time and making adjustments to the internship program – if needed – will further strengthen the project.

Name of Organization: Hispanic Business Foundation of Maryland Inc. 2

Category/Program Area: Established; Youth Development | Amount Requested: \$20,000

**Project Description:** The Teen Financial PSA Literacy (TFPL) program provides financial education and PSA training to targeted high school students.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification): The proposal states that there is significant need to learn about financial literacy among disconnected Latino and other minority groups of teens. The target population are teens at Blair High School.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

This is a new program for this organization that appears to be based on a program run by one of their partners, using Freddie Mac's CreditSmart Curriculum. The Capstone Project will be creation of a PSA. The proposal could have been strengthened by the inclusion of information on recruitment, whether participants attend one class or a series of classes over several weeks, the content of the curriculum, the location of the training, whether there would be school facility involvement, and how the PSA will be used and how often. Additional information on how success will be measured, other measureable objectives, and organizations with which they would be collaborating, would have helped to explain the project.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

The proposal seeks \$20,000 from county grant funds for a project with a total cost of \$25,038. The proposal does not explain the large reliance on potential county funds. The benefit of financial literacy for individuals is important and will hopefully lead to better individual decision-making regarding finances and futures, which leads to an overall benefit to the county.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

The organization has a limited budget and it is not clear if current staff will be delivering this program or if they are hiring/contracting with other individuals. The proposal outlines some fundraising strategies they are pursuing, which would greatly strengthen their capacity.

Name of Organization: Hispanic Business Foundation of Maryland, Inc. dba Hispanic Chamber of Commerce of Montgomery County

Category/Program Area: Established; Economic/Workforce Development

Amount Requested: \$40,000

**Project Description:** Strengthen small businesses in the Wheaton area through targeted technical assistance services in Financial Literacy, Marketing, Advertising, and Business Development strategies.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Hispanic Business Foundation of Maryland, Inc. (HBF) works primarily with minority-owned and family operated businesses which have been operational for at least 5 years, but need assistance with financial planning and business development to continue to grow in an ever-changing economic climate. The geography and demographics of the Wheaton community is in transition due to County and State investment in infrastructure and transportation.
- By lending its business expertise and connecting these business owners to relevant government agencies, other business organizations, and local colleges, HBF helps these businesses remain viable and grow and the HBF program assists in improving the socio-economic condition of a less affluent community with a high immigrant population.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The HBF is using its BEST project model (Business Excellence Support Track) of one-one-one outreach, assessment, and case management to work with small business owners in Wheaton.
- Over the last 3 years, the HBF has independently reached out and assisted Wheaton area business owners. They have gained trust and built the bridges required to be successful in this endeavor. They are seeking County funds to provide a more sustained effort.
- Outcome measurements are strong and clearly described. Each business will complete an entrance assessment and one year evaluation designed to assess financial improvement.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- The HBF utilizes a one-on-one mentoring model to match more experienced, successful minority business owners with newer and smaller businesses. They currently have over 40 business mentors, allowing them to implement the one-on-one model.
- HBF requests \$40,000 out of a total program budget of \$70,000; remaining funds will come from corporate sponsors and membership fees.

- The Hispanic Business Foundation, an arm of the Hispanic Chamber of Commerce of Montgomery County, is well poised to work with small business owners in the Wheaton area and help them grow their business and position themselves for long-term viability.
- The HBF has active partnerships with the County Department of Economic Development, the SBA, and other government agencies, as well as with area colleges and business associations. The Hispanic Chamber of Commerce aims for its members to become role models for newer and smaller businesses in the County. It has received county funding in the past for its youth initiatives.

**Name of Organization:** Hispanic Business Foundation of Maryland Inc. dba Hispanic Chamber of Commerce of Montgomery County – County Executive

Category/Program Area: Established; Economic Amount Requested: \$22,000

Development

Project Description: To support the Business Excellence Support Track program in Wheaton

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

The funding will assist the Chamber with office space and provide funds for technical assistance programs in order to assist the many Wheaton small businesses that could be displaced by the redevelopment of Wheaton.

The proposal suggests that the Chamber will work with organizations, helping each develop an individual growth plan and pairing each business with a mentor.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

The proposal was very difficult to evaluate due to the limited description of the project. The proposal would have been enhanced by more information on the number of current businesses needing assistance, a description of how clients will be identified and more information on what services will be provided and how the services will be delivered.

The Chamber did not submit an organizational budget and the budget in the application was difficult to understand.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

In its proposed outcomes, the Chamber suggests that it will work with 300 (not clear if this is organizations or people), enabling each to demonstrate increased financial capacity after one year. The approach for measuring success is unclear, but if this goal is correctly understood, it appears to be extremely ambitious.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

The Chamber is working to serve the needs of the small businesses in the Wheaton area. It appears that they are working hard to assist the many needs of the businesses but there is limited information in the application about who and how the program is working. It is encouraging that they will be working with the new County Economic Development program.

Name of Organization: Home Care Partners, Inc.

Category/Program Area: Newer; Older Adults/Disabilities | Amount Requested: \$25,000

**Project Description:** Provide a modest amount of home aide services to help low-income seniors and adults with disabilities remain at home.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Home Care Partners (HCP) Light Care program serves very low income seniors and adults with disabilities, primarily in 5 subsidized HOC residences
- Clients are ineligible for Medicaid or Medicare reimbursed home care
- Limited home care hours can prevent premature, and much more costly institutionalization
- Wait list currently for these services

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- With light Care support services, goal is for 80% of clients to remain in own home for at least a year
- Serves a vulnerable population that could not remain safely in their home without the support of Light Care
- Partners with the City of Gaithersburg which provides partial grant support
- Partners with a variety of non-profit organizations

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- \$26 per hour is CNA hourly rate
- A variety of foundations support the program in addition to the City of Gaithersburg
- Organization is working with a part time development consultant to build corporate support

- Home Care Partners provides comprehensive home care services and a training institute for caregiver education to students entering field
- Sole provider of services in DC, Arlington and Prince George's Counties and one of several providers in Montgomery County (started program in 2003)

Name of Organization: Hope Connections for Cancer Support, Inc.

Category/Program Area: Newer; Health/Behavioral Health | Amount Requested: \$10,000

**Project Description:** Help people with cancer and their loved ones deal with the impact of cancer through professionally facilitated support groups.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Organization reports that it is the only organization that provides consistent, professionally facilitated support groups for people with cancer and their loved ones in a non-clinical setting at no charge.
- Application would benefit by more detailed description of population served (e.g., total number of attendees; demographics that are reflective of county).
- Organization is currently adding new groups and anticipates continued growing need in the future.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Proposal would benefit from clearer outcomes that measure the impact that the groups have on participant's lives, as opposed to only measuring the number of attendees at meetings. This could be accomplished by quantifying results of feedback from licensed clinical facilitators.
- Proposal was not clear in the amount of funds requested and how those funds would be allocated.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• Cost of the service is relatively low compared to the benefit provided to participants; program provides estimated 5,265 service hours with professional therapists that could cost approximately \$710,775 if participants visited private therapists.

- Organization has demonstrated ability to attract funds from diverse private/public sources.
- Organization was established in 2007 and has a strong history of providing a diverse range of therapeutic options for county residents coping with cancer.

Name of Organization: Hope Restored, Inc.

Category/Program Area: Established; Other Amount Requested: \$48,500

**Project Description:** Reduce the recidivism rate in Montgomery County through strategic public and private partnerships.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- The average annual cost of incarceration is \$38,000 in the state of Maryland. There is a large economic and social benefit to the county to reduce incarceration and the recidivism rate.
- Hope Restored reports that it assists residents returning from incarceration in becoming viable
  candidates for employment, increasing the number of individuals able to contribute to the tax base
  of Montgomery County, and in-turn cutting down on "crimes of necessity," due to lack of
  employment. For example, they have helped 23 people get their state issued Identification cards and
  background checks needed for obtain jobs, and they have obtained 17 Metro SmartTrip cards for
  clients to travel to their appointments.

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- The organization reports receiving referrals from the County Department of Corrections upon residents exiting the system. They work with A Wider Circle to provide professional clothing for interviews and work. The project includes: reducing the rate of recidivism in Montgomery County through employment referrals and mentoring of formerly incarcerated; building a current and comprehensive list of "Felon Friendly Employers (FFEs)" willing to employ Hope Restored, Inc. clients; providing a continuum of programmatic care to promote services for clients experiencing homelessness, re-entry, or general establishment of re-housing.
- This \$48,500 grant is expected to serve 120 individuals, with 50 receiving jobs, leading to economic self-sufficiency.
- This application for this important cause, re-entry services, would have been stronger if there had been more detailed staffing information included explaining how and who was delivering services, and if the required financial documents, specifically the organizational budget and financial statements, had been included at the time of the proposal submission.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

• The organization states that the total program costs for FY17 are \$152,591. A majority of the program's costs are reported to be covered by other funds and in-kind donations. Differing budgets and reports of available funding were submitted so no determination of cost benefit is included.

**Strength of organization** (organizational capacity; how long has agency delivered proposed or similar services and/or received public funds; number of staff, volunteers and partner organizations in program; how have they leveraged non-county government funding; capacity to carry out project):

Re-entry services are important activities for the County. As noted above, there was limited
information received on staffing, programming, and finances. Additional information, timely and
clearly presented would have helped clarify the organization's ability/capacity to scale up their
operations for the planned service delivery.

Name of Organization: Horizons Greater Washington

Category/Program Area: Newer; Youth Development | Amount Requested: \$25,000

Project Description: Provide out-of-school time programming for youth in Montgomery County

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Provides year-round programming to 105 low-income children
- Participants in 2015-16 program gained average of 1-3 months reading and math skills

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Program has low student-teacher ratios (5:1)
- Organization absorbs full cost of each student
- Wants to add 15 students
- Proposal would benefit by providing more objective data regarding improvement in math/reading skills over the 15 years program has been operating

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Funds would be used to pay transportation provider (MCPS) and teacher salaries
- Grant request would provide 12% of total program costs

- Organization has been in existence for 16 years
- Large portion of funding comes from private sources (individuals and foundations)

Name of Organization: Hospice Caring, Inc.

Category/Program Area: Newer; Health/Behavioral Health | Amount Requested: \$15,000

**Project Description:** Enable a non-medical hospice to effectively serve the County's increasingly diverse population by removing barriers of language and culture

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- As the County's population becomes more culturally diverse and residents age, this organization is providing free services to residents across the lifespan who deal with loss and bereavement.
- Helping to guide residents through the trauma of death can help prevent longer term dysfunction which can lead to costly professional therapy.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- At present, 38% of their volunteers speak 2 or more languages. The organization is actively seeking additional bilingual volunteers to engage all segments of the County population.
- Their goal this year is to serve 565 County residents, 40% of them non-white. They present clear explanation of their outreach.
- Proposal shows measurable outcomes of success from their FY2016 funding. All written materials for their Volunteer Helping Hands program have been translated into Spanish. They have increased their culturally and ethnically diverse trained volunteers to 19 of 24 in 2015 from 8 of 24 in 2014.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- For past 5 years, 80% of organization funding comes from individual and corporations; 16% from foundation grants and only 4% from government contracts.
- All services are free to participants
- County funds were leveraged to help organization receive \$100,000 grant over two years from New York Life to increase services to school program in diverse, high poverty areas of County

- Since 1989, this organization has provided free, compassionate, high quality non-medical care to county adults and children who are facing a life-threatening illness or loss of a loved one.
- 300 volunteers provide caregiving; respite and support group services for the bereaved with a ratio of 42 volunteers to every 1 paid staff.
- Programs are offered in homes; at schools; in churches; weekend summer camp.
- Organization partners with large number of County organizations to increase the diversity of its service.

Name of Organization: House of Divine Guidance 1

Category/Program Area: Established; Basic Need Amount Requested: \$50,000

**Project Description:** Lighthouse Initiative Program – transition home for young women and children.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Provide a one-year program with a goal of moving homeless women with children into permanent housing.
- Assist families with food, transportation, employment services, education, parenting classes, child care, and money management.
- Works with women who are victims of domestic violence.
- County does not have enough space in programs and motels to serve these homeless families.
- Women are aged 18-25 years old. The house can only serve three (3) households at a time and does not follow the Housing First Model.

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Lighthouse opened in December 2015 and has housed five women and five children, one client has gained full-time employment and one has gone to three interviews.
- Program is working with a vulnerable population.
- Working with Montgomery College and Washington Adventist University, community, and churches to recruit volunteers.
- Outcomes include providing employment assistance to 90% of clients and having 50% of clients obtain employment within six months.
- Proposal says funds will be used to pay for facility, services, and a van, but a specific budget proposal clearly showing how the \$50,000 would be allocated was not attached. Financial information indicates that total projected program expenses for Lighthouse and Winter Haven Shelter are about \$160,000.

Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Housing and services can be more cost effective and better for the family than housing in a motel.
- Providing childcare assistance allows mothers to attend job interviews, educational programs, medical appointments, etc., increasing the chance for moving to self-sufficiency.

- Partnering with Department of Health and Human Services and other County organizations on placements.
- Partner with Adventist Community Services, Manna, and others for food, job readiness classes, and other items. Partnered with A Wider Circle for furnishing and business clothing.

Name of Organization: House of Divine Guidance 2

Category/Program Area: Established; Basic Need Amount Requested: \$50,000

**Project Description:** Winter Haven Emergency Shelter for women and children.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Provides a winter emergency shelter for single women and women with children. The County's Adult Day Center cannot accept minor children.
- County does not have enough space in family shelter or motels to serve these homeless families.
- Coordinates with County for screening and placements.
- In 2015 served 33 adults and 28 children.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- Describes the need for this shelter and the need to have it open 24 hours per day from November to March instead of being open only six weeks.
- Program is working with a vulnerable population.
- Volunteers provide transportation, prepare and serve food, sort cloths, and provide clients support.
- Proposal is not clear what specifically will be funded, rather general operating support to fund being open for more than six weeks.

#### **Cost-benefit analysis** (cost of service or activities; impact on recipient relative to cost):

- Shelter was open for eight weeks this past winter.
- Received referrals from DHHS Special Needs Housing, Crisis Center, and Interfaith Works Community Visions.
- Provided shelter for women with children who would not have been able to be placed in a motel because all motel rooms were full.
- Shelter is expected to be more cost effective than motel placements.
- Assisted all residents to have a placement when the shelter closed, permanent housing for 2 and transitional housing for 5 women.

- Partnering with Department of Health and Human Services and other County organizations on placements.
- Partner with Adventist Community Services, Manna, Women Who Care Ministries, and other for food, job readiness classes, and other items.
- Programming has been managing to serve people without a permanent location in partnership with donors and in its transitional home.

Name of Organization: House of Ruth Maryland, Inc.

Category/Program Area: Established; Children and Families | Amount Requested: \$25,000

**Project Description:** Sustain a full-time family/child therapist presence at the Montgomery Family Justice Center serving victims of intimate partner violence.

**Public benefit** (identified and demonstrated need; target population well served by proposal; project justification):

- Individuals experiencing intimate partner violence and children growing up with violence frequently experience clinical symptoms such as depression, anxiety, PTSD, and developmental delays.
- Trauma victims and their families receive counseling, empowering them to increase their safety, self-sufficiency, and self-advocacy.
- House of Ruth Maryland, Inc. (HRM) clients tend to be women, living below the poverty line; African-American, Hispanic and/or immigrants.

**Strength of Proposal** (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- HRM has provided services at the Family Justice Center since 2010, and last year provided counseling to 90 adults and 31 children. The bulk of referrals come through Sheriff's Dept.
- HRM also provides legal services at the Family Justice Center, and works in concert with other non-profits and County agencies at the Family Justice Center for referrals and resource sharing.
- HRM's counseling services differ from the County's Abused Persons Program (APP) because APP works only with victims who have had an incident in the last 60 days. HRM has no limits on how recent the abuse was, clients may return, and HRM can work with family members.

#### **Cost-benefit analysis** (cost of service or activities; impact on recipient relative to cost):

- Grant would cover 44% of salary and benefits for licensed therapist, who provides counseling and facilitates referrals to wrap-around services such as legal services and housing.
- Adding the services of a full-time therapist (partially funded by County in FY 16) enabled HRM to meet client demand last year, and they anticipate achieving similar figures in FY 17.

- HRM was founded in 1977. Its two primary services in Montgomery County (begun in 2010) are legal services and counseling. The organization served 1,100 residents last year, which includes those calling the hotline as well as those served in person.
- HRM's financial statements indicate diverse funding from government, private and other sources.
- Five staff members provide services in Montgomery County (four full-time equivalent therapists and one program assistant). Program assistant is funded through a Victims of Crime (VOCA) grant.

Name of Organization: Housing Opportunities Community Partners, Inc.		
Category/Program Area: Established; Basic Need	Amount Requested: \$20,000	
<b>Project Description:</b> Provide after-school STEM robotics training sessions twice weekly at two subsidized housing sites for low-income, at-risk youth.		
Public benefit (identified and demonstrated need; target population well served by proposal; project justification):		
- Funding recommended through CDBG		
Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):		
Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):		
Strength of organization (organizational capacity; how long has agent received public funds; number of staff, volunteers and partner organizations is government funding; capacity to carry out project):	* 1	

Name of Organization: Housing Unlimited, Inc.

Category/Program Area: Established; Basic Need | Amount Requested: \$100,000

**Project Description:** Housing Unlimited, Inc. – Funding to open additional homes and support 175 current tenants.

Public benefit (identified and demonstrated need; target population well served by proposal; project justification):

- Housing Unlimited, Inc. provides permanent, supportive, independent, and affordable housing for Montgomery County adults with psychiatric disabilities.
- Serves 175 tenants in 62 scattered site homes.
- Wait list of over 250 low-income adults with psychiatric disabilities.
- Need for permanent housing for people who may have been in shelter, transitional housing, or living with aging parents who can no longer care for them.
- While Housing Unlimited is not part of the Continuum of Care for the homeless population, they provide an important housing resource for other organizations in the Continuum of Care that are working to locate housing for those in shelters and transitional housing.

Strength of Proposal (clear description; measurable and relevant outcomes, including results achieved to date; achieved outcomes; integration/coordination with other nonprofits and County services; clear budget description; plan for future funding):

- History of success of operating 62 homes is a firm basis for opening four to six new homes in each of the next two years.
- During first half of FY16 have closed on or entered into contracts for six homes.
- Outcome measures include having at least 90% of clients pay their rent on time, understand the elements of a lease, maintain a clean home, and respect their housemates.
- Budget proposal clearly shows how funds would be used for salaries and operating expenses.

#### Cost-benefit analysis (cost of service or activities; impact on recipient relative to cost):

- Congregate housing model is cost effective means of providing stable, permanent housing.
- Extra Measure program helps tenants maintain their own housing and their independence.
- Multiple sources of revenue. Leverages in-kind donations
- Grant request is for less than 10% of the program cost.
- Shared Housing Model has demonstrated effectiveness
- Increases the supply of affordable housing options available to homeless persons

- Housing Unlimited is in its 22<sup>nd</sup> year of operations.
- Funding from individuals, corporations, and foundations, and program revenue in addition to County funds.